

FAQ Vs FUQ



Session in National Defense University (NDU) gave me something different to think and share with all friends. I am sure most of you had same experience or noticed that, the best part of training session, seminar or lectures comes at the end, when participants / audience, members interact with the speakers and ask questions?

I also enjoyed that segment of the session but sometime it sounds like routine answers and touch the boring level, because questions falls in to the category called FAQs.

I wish to hear FUQs "*Frequently Unasked Questions*". Yes! FUQs are questions participants should be asking but aren't. Sometimes they don't have the opportunity, and sometimes they are embarrassed, worried that the question is overly simplistic or just plain dumb.

But sometimes the FUQ is broader than the initial inquiry itself—it's the question within the question. I have been collecting your emails all this time, and I believe I have extracted the real queries within them. I think it's time we get the FUQs out.

What should be the reply to a question "WHY WE SHOULD HIRE YOU?"

The question very much falls under FAQ during interviewing a candidate. An average answer would be "*my qualification and experience is appropriate according to the job requirement*". The FUQ would be "WHAT SKILLS YOU GOT THAT WOULD HELP OUR ORGAINZATION?" If you ask such question you are actually providing an opportunity to the candidate to think about his/her skills before answering. At the same time answer from a candidate will be an actual not pre-decided.

Another FAQ "WHERE DO YOU SEE YOURSELF FIVE YEARS FROM NOW"?

Reply from candidate never sound practical. A typical answer that gets to your ears is "*in your seat Sir*". Interviewer FUQ would be "WHAT YOU WOULD DO TO BE ON MY SEAT". It will give real-world reply from a candidate and you can easily figure it out about his/her vision/plan about moving forward in career. On the other hand if a candidate is serious about his/her career and really looking forward to contribute to your organization, he/she will have an open chance not only to explain his/her point of view but also can ask proper questions with regard to practical approach towards climbing career ladder in your organization.

I believe if FUQ get room in all trainings, seminars or lectures it would not only help participants to understand the real outcome of learning but at the same time Trainer can deliver the learning with different angles and full of fun. If you have any query regarding your career/business or personal life, please send to maliknasir@mnl.pk.